

GREBE

Generating Renewable Energy
Business Enterprise

www.grebeproject.eu



Finland



Northern Periphery and
Arctic Programme
2014-2020





Finland

What kind of agencies offer support to SMEs?

In Finland, the business supports of renewable energy are largely governed by the state, regional authorities, and public sectoral agencies. Local business development companies, owned by the municipalities, link SMEs to the public support programmes. Universities and research organisations provide research and development services and number of associations operate in specific themes and offer soft supports.

Is it clear to the SME where they should go for support?

The first contact for SMEs is usually local development company operating in a district (sub region) level. They provide support in business planning and development, and link companies to the regional authorities and sectoral agencies and funding sources/programmes. Many companies are also members of the business associations that can advise them in finding the most relevant supports.

Is there one agency which is the first place for businesses to go?

Enterprise Finland, governed by the Ministry of Employment and the Economy, has established a business support portal (<http://www.yrityssuomi.fi/en>). It provides necessary background information on business establishment, funding sources, business routines (taxation, permits, audits, employer obligations etc.) and contacts to the supporting agencies.

Are business supports restricted to certain types of business, or enhanced for certain types of SMEs (e.g. only available for manufacturing or for exporters)?

Business supports are mostly generic, not focused on certain types of businesses. Financial supports focus much on the business establishment phase and reaching the business growth through internationalisation or product/service development.

Are there special supports for RE businesses?

RE businesses have tailored financial supports: energy support (Centres for Economic Development, Transport and the Environment), and feed-in-tariff (Energy Authority). In addition, RDI (Research, Development and Innovation) activities are supported through the EU funding programmes. Soft supports (advisories, training, development programmes, mentoring) have often thematic contents but are available for all sectors.

Business supports available in Finland are described in more detail in the coming pages under the following themes:

- Financial Support (grants, loans, equity investment)
- Taxation or welfare supports or concessions for businesses
- Soft supports e.g. mentoring, training, specialist advice, networks
- Research and Development supports
- Social and Community supports (focused on not for profit)
- Other- e.g. Incubation space or office space

Financial Support (grants, loans, equity investment)

Feed-in tariff

Link to support information on website

<http://www.energiavirasto.fi/en/web/energy-authority/feed-in-tariff>

Type of Finance Support

A production subsidy

Description of the support

The feed-in tariff is a financial support and steering mechanism established to increase the RE production. The feed-in tariff is available for wind, biogas and wood fuel power plants. The tariff comprises the target price 83.50 €/MWh less the three-month mean market price of electricity. The feed-in tariff payable to timber chip power plants is determined according to the three-month mean price of emission rights and the energy tax on peat.

The tariff is based on the legislation provided here:

<http://www.energiavirasto.fi/en/web/energy-authority/legislation1>

Agency Responsible for Support

Energy Authority

<https://www.energiavirasto.fi/en/web/energy-authority/>

Maximum and minimum funding available

Tariff depends on the target price and average three-month market price of electricity. The system is temporary, until the combined capacity of the generators is exceeded. (wind 2500 MVA, biogas 19 MVA, wood fuels 150 MVA or 50 generators).

Is this Specific to Renewable Energy businesses?

For RE producers (wind power, biogas, wood fuel power plants)

Is this a local, regional or national support?

National

Other useful/relevant information

<http://www.energiavirasto.fi/documents/10179/0/Feed-in+tariff+summary+1.1.2015.pdf/2de0797f-40ca-4dcd-854a-5b0ea88f1d2e>

SATU system (in Finnish) lists all plants receiving this support.

Energy support

Link to support information on website

https://www.tem.fi/en/energy/energy_support

http://www.tem.fi/energia/energiatuki/tuen_maara

Type of Finance Support

A state grant for investments and related research projects

Description of the support

The energy support is a state grant for investments in RE production facilities and research projects related to it. Grants are available for projects, which promote the use or production of renewable energies, advance energy efficiency and reduce the environmental effects caused by energy production and use. Regulation No. 1063/2012). At least 25% of the projects' financing must come from non-governmental funds. Energy aid may be granted to companies, municipalities and other communities.

Agency Responsible for Support

The Ministry of the Employment and the Economy. Funding is allocated via local Centres for Economic Development, Transport and the Environment.

https://www.tem.fi/en/energy/energy_support

Maximum and minimum funding available

Funding rates differ: Energy audits up to 50%; new technology (RE production, use and energy efficiency) investments up to 40%; conventional technologies up to 30%; reducing the environmental impacts of energy production and use up to 30%.

However, the typical support rates have been 10-20% for conventional technologies and 20-30% for the new technologies.

Is this Specific to Renewable Energy businesses?

RE businesses but also for municipalities and communities.

Is this a local, regional or national support?

National



The Rural Development Programme for Mainland Finland

Link to support information on website

<https://www.maaseutu.fi/en/rural-development-programme/objectives-of-the-program/Pages/default.aspx#sthash.o5SmDKQD.dpuf>

Type of Support

Development funding programme

Description of the support

Structural funds for both public and private sectors

The three focus areas are the following:

1. Promote bioeconomy and, as part of it, agriculture that is economically, socially and ecologically sustainable and ethically acceptable.
2. Diversify rural industries and create employment by improving the competitiveness of businesses, supporting new entrepreneurship and promoting the networking of companies.
3. Improve vitality and quality of life in rural areas by strengthening independent local activities

Agency Responsible for Support

The strategy is coordinated by the rural development unit of the Ministry of Agriculture and Forestry. Funding is allocated via local Centres for Economic Development, Transport and the Environment.

<https://www.ely-keskus.fi/en/web/ely-en/>

Maximum and minimum funding available or maximum value of funding if in kind (or alternative measure)

Depends on the project type

Is this Specific to Renewable Energy businesses?

Not only, but provides good opportunities for diversifying/supporting rural businesses with RE solutions

Is this a local, regional or national support?

National programme with regional allocation

EIP – European Innovation Partnership (Rural Innovations)

Link to support information on website

https://www.maaseutu.fi/en/Rural_Innovations/Pages/default.aspx

Type of Support

Structural funding for innovation groups (part of EIP-Agri)

Description of the support

The measure aims to create an optimal setting for developing innovations that promote agriculture and forestry by making the best possible knowledge and expertise available for the group developing the innovation, ensuring that an idea, once suggested, can be turned into a deployable innovation. The business potential of the innovation to be developed is an important element of the selection criteria. While the project may also be associated with investments in agriculture or food production, these will be realised as separate projects, and their potential eligibility for support will be determined on the grounds of the relevant support scheme's principles. The support level may be increased by 20% at maximum if the project has no links to the operation of a rural innovation group. The project may also involve international co-operation.

The beneficiary is the responsible implementer of the project, which may be an organisation under public or private law, including an SME, a research unit or a development organisation, a foundation, an educational institution, a municipality or an association that assumes responsibility for project implementation. The group must contain at least one entrepreneur of primary production.

Agency Responsible for Support

Centre for Economic Development, Transport and the Environment.

<https://www.ely-keskus.fi/en/web/ely-en/>

Maximum and minimum funding available or maximum value of funding if in kind (or alternative measure)

Additional support; The support level may be increased by 20% at maximum if the project has no links to the operation of a rural innovation group.

Is this Specific to Renewable Energy businesses?

No, but has good relevance for RE

Is this a local, regional or national support?

EIP-Agri is EU –level instrument, this is Finnish implementation of EIP-Agri.

Horizon 2020 for SMEs

Link to support information on website

<http://www.tekes.eu/en/horizon-2020/>

Type of Support

Research and development funding

Description of the support

EU –level funding programme for research and development, SME funding instruments

Agency Responsible for Support

In Finland, support for SME involvement in Horizon 2020 is coordinated by the TEKES (The Finnish Funding Agency for Innovation); <http://www.tekes.eu/en/horizon-2020/>

Maximum and minimum funding available or maximum value of funding if in kind (or alternative measure)

Depends on the call/application, but e.g. there has been opportunities to apply 75% support between €50,000 and €2,500,000 €.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

International/national

A Startup Grant

Link to support information on website

http://www.teservices.fi/te/en/employers/for_entrepreneurs/services_new_entrepreneurs/startup_grant/index.html

Type of Finance Support

Grant for new entrepreneurs

Description of the support

The purpose of startup grants is to encourage new businesses and promote employment. The grant provides an entrepreneur with a secure income during the time that getting the business up and running is estimated to take – however for no more than 18 months.

Agency Responsible for Support

TE-Services (public employment and business services)

<http://www.te-services.fi/te/en/index.html>

Maximum and minimum funding available

The startup grant consists of

- a basic grant, which amounted to €32.80 a day in 2015
- a supplementary grant, the amount of which is decided case by case at the discretion of the TE Office.
- The supplementary amount may not exceed 60 per cent of the basic grant amount.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National, allocated via regional and local offices

Young Innovative Companies (YIC) Funding

Link to support information on website

<http://www.tekes.fi/en/funding/yic/funding/>

Type of Finance Support

Grant/Loan

Description of the support

Tekes offers funding for young, innovative companies for comprehensive development of their business activities. Company may be eligible for the funding if

- it has opportunity for fast growth in international markets,
- evidence of promising business activities and customer references,
- a clear plan to grow in international markets, and the capacity to implement the plan,
- a competitive edge with which it is possible to attain an important market position,
- a committed and competent management team,
- the ability attract venture capital

Agency Responsible for Support

TEKES (www.tekes.fi/en/funding)

Maximum and minimum funding available

The maximum amount of Tekes funding for young, innovative companies amounts to €1.25 million, of which a maximum of €500,000 may be funded as a grant, and €700,000 as a loan.

Tekes funds 75 percent of the eligible project costs in at least three phases. The funding for the first phase is a €250,000 grant; typically for the period of 6-12 months. The funding is granted for business development.

Tekes sets goals for the company in its funding decision, which, if realised, enable the company to move on to the next phase of funding.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Finnvera Loans

Link to support information on website

https://www.finnvera.fi/eng/node_2686/Loans

Type of Finance Support

Loans (portfolio)

Description of the support

Finnvera has a portfolio of loans, which have been developed to cover the financing needs in all stages of an enterprise. Loans include:

Entrepreneur Loan:

An Entrepreneur Loan is a personal loan to an entrepreneur and it can be used to finance investments in the share capital of a limited company and/or in the fund of invested unrestricted shareholder's equity. An Entrepreneur Loan can also be used to finance purchases of shares of an existing limited company.

The target enterprise may operate in any sector except farming, forestry or building developer's business. The enterprise must meet the criteria set by the EU for SMEs and it must have the prerequisites for profitable business.

An Entrepreneur Loan can be granted to a shareholder of a limited company whose holding of the share capital and votes will be at least 20 per cent after completion of the investment or the transaction financed by means of the loan.

The loan can also be granted to several founders or shareholders in the same enterprise. The maximum loan per borrower is 100,000 euros. The borrower must personally put up a self-financing portion of at least 20 per cent.

Finnvera Loan:

A Finnvera Loan (previously named Investment and Working Capital Loan) is intended **for newly established and existing small and medium-sized enterprises**. It can be used to finance domestic construction, machinery and equipment investments, energy and environment projects, working capital needs, and various ownership arrangements.

Internationalization Loan:

The Internationalization Loan is intended for financing the business operations of a Finnish SME abroad. The loan may be used when a subsidiary or an affiliated company abroad needs funding for investment, development or growth. The loan can also be used to acquire or increase a holding, or to raise the share capital, in a subsidiary or in an affiliated company abroad. After the investment, the borrower must usually hold at least 1/5 of the voting rights in the company.

To be eligible for financing, the subsidiary or affiliated company abroad must primarily engage in production, assembly, maintenance or service. Financing cannot be granted merely for the establishment or expansion of a foreign sales office or for exports.

Enterprises with fewer than 250 employees that have an annual turnover not exceeding 50 million euros or an annual balance-sheet total not exceeding 43 million euros can apply for an Internationalization Loan.

Bridge financing for the period preceding the payment of grants

Bridge financing means a loan granted by Finnvera to meet a company's need for working capital during the period between a positive grant decision made by a Centre for Economic Development, Transport and the Environment (ELY Centre) or Tekes (the Finnish Funding Agency for Innovation) and the actual payment of the grant. ELY Centre's grant applicants may apply for bridge financing only if the grant they are applying for is a development grant.

A prerequisite for a loan by Finnvera is that Tekes or an ELY Centre has made a positive grant decision. Therefore, the Bridge Financing decision will always be made after the grant decision. The maximum loan sum is 70% of the grant; however, not more than EUR 500,000 for grants issued by Tekes.

Bond Financing

Finnvera may mark bonds issued by companies that meet the EU definition of an SME or larger companies. Bond financing by Finnvera is well suited for companies' general financing needs, such as investments, expansion and development of operations and the organisation of the financing structure.

A bond is a financing instrument in which a group of lenders or investors marks a bond issued by a company in need of a loan. The issuing of a bond is organised by banks or other parties, which charge the costs of the issuing arrangements from the issuing company. Because of their typical features and structure, bonds are best-suited for the largest financing needs.

Finnvera may mark bonds from the issue date. Finnvera may not purchase bonds on the secondary market or make investments in funds investing in bonds. Finnvera may not account for more than 50 per cent of the actual markings. No self-financing is required of the companies issuing bonds.

The markings of bonds are at market price. As part of the project assessment, Finnvera also conducts a normal enterprise analysis, which forms the basis for its participation in the project.

Agency Responsible for Support

Finnvera <https://www.finnvera.fi>

Maximum and minimum funding available

Presented in descriptions above.

Is this Specific to Renewable Energy businesses?

Finnvera can provide financing for enterprises in almost every sector; only farming, forestry and building developer's business remain outside our range of financing.

Is this a local, regional or national support?

National

Start Guarantee

Link to support information on website

https://www.finnvera.fi/eng/node_2686/Guarantees/Start-Guarantee

Type of Finance Support

Guarantee for new enterprises

Description of the support

Start Guarantee is intended for newly launched enterprises owned by private individuals and meet the SME definition applied by the EU. Another criterion is that no more than three years has passed since their entry into the Trade Register.

Agency Responsible for Support

Finnvera <https://www.finnvera.fi>

Maximum and minimum funding available

Finnvera's guarantee coverage can be at most 80 %. However, the total sum of Start Guarantees granted to one enterprise may not exceed EUR 80,000.

Is this Specific to Renewable Energy businesses?

Finnvera grants guarantees to all business sectors apart from the actual farming industry, forestry and building developer's business.

Is this a local, regional or national support?

National

Finnvera Guarantee

Link to support information on website

https://www.finnvera.fi/eng/node_2686/Guarantees/Finnvera-Guarantee

Type of Finance Support

Finnvera Guarantee is for SMEs as security for domestic financing in such areas as investments and/or working capital and business and company acquisitions.

Description of the support

Finnvera Guarantee can be used as security for loans and bank guarantees provided by banks, financing companies or insurance companies in such instruments as promissory notes, accounts with overdraft facility, credit limits, bank guarantees (delivery security and other contingent liabilities), bank guarantee limits (delivery security) and factoring financing. The financing risk is shared by Finnvera and the provider of financing. Finnvera Guarantee is usually 50 per cent of the credit or other financing commitment.

Agency Responsible for Support

Finnvera <https://www.finnvera.fi>

Maximum and minimum funding available

Usually 50 per cent of a credit or some other financial commitment.

Is this Specific to Renewable Energy businesses?

Finnvera grants guarantees to all business sectors apart from the actual farming industry, forestry and building developer's business.

Is this a local, regional or national support?

National

Internationalisation Guarantee

Link to support information on website

https://www.finnvera.fi/eng/node_2686/Guarantees/Internationalisation-Guarantee

Type of Finance Support

The internationalisation guarantee serves as collateral for financing the business operations of a Finnish SME abroad.

Description of the support

The guarantee may be used when a subsidiary or an affiliated company abroad needs funding for investment, development or growth. The guarantee can also be used to acquire or increase a holding, or to raise the share capital, in a subsidiary or in an affiliated company abroad. After the investment, the recipient of the financing must usually hold at least 1/5 of the voting rights in the company.

To be eligible for financing, the subsidiary or affiliated company abroad must primarily engage in production, assembly, maintenance or service. Financing cannot be guaranteed merely to finance exports, in other words, it cannot be used simply to set up a sales office.

Enterprises with fewer than 250 employees that have an annual turnover not exceeding €50 million or an annual balance-sheet total not exceeding €43 million can apply for an internationalisation guarantee.

Agency Responsible for Support

Finnvera <https://www.finnvera.fi>

Maximum and minimum funding available

Finnvera's share of the total funding in an internationalisation project is negotiated separately in each case.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Export Guarantee

Link to support information on website

https://www.finnvera.fi/eng/node_2686/Guarantees/Export-Guarantee

Type of Finance Support

Export Guarantees is an instrument for covering domestic needs for collateral in exports.

Description of the support

By means of an Export Guarantee, an exporter can acquire pre-delivery or post-delivery financing for working capital from a bank. An Export Guarantee can also serve as countersecurity for a bank when a bond is given in favour of a foreign buyer (a bid bond, an advance payment bond, a performance bond or a warranty period bond).

Export Guarantees can be issued for the following purposes:

- provision of financing for pre-delivery working capital needs in export projects, such as financing for manufacturing costs and raw material purchases
- provision of financing for post-delivery working capital needs (financing to cover the buyer's payment period)
- bonds pertaining to delivery contracts (bid bonds, advance payment bonds, bonds for manufacture, delivery and warranty periods)
- export of services, installation, planning, etc.(construction companies, engineering offices)

No limits are applied to the size of eligible projects. Export Guarantees can also be issued to companies other than SMEs. In general, financing is not available for exports to subsidiaries or associated companies. However, if the exporter is a domestic parent company and the end client is a buyer outside the Group, exports may also take place via a subsidiary or an associated company.

No restrictions are placed on the business sector in export projects.

Loans and guarantees granted by Finnvera are considered to include State aid if the price an enterprise pays for the financing is lower than the reference price determined by the EU Commission. Owing to international agreements, however, export guarantees must always be priced so that they do not include aid.

Agency Responsible for Support

Finnvera <https://www.finnvera.fi>

Maximum and minimum funding available

Finnvera's guarantee covers a maximum of 80% of a loan or other financial commitment.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Environmental Guarantee

Link to support information on website

https://www.finnvera.fi/eng/node_2686/Guarantees/Environmental-Guarantee

Type of Finance Support

Environmental Guarantees can be granted as security for credits that are used for environmental protection investments, renewable energy projects or projects improving energy efficiency.

Description of the support

Environmental Guarantee is mainly targeted for large companies throughout Finland.

Suitable uses for the guarantee are, for instance, investments improving water or air protection or the recycling of wastes, as well as renewable energy projects undertaken by companies that need financing for investments in wind power parks, biofuel facilities, thermal power plants utilising forest energy, or other similar applications. The Guarantee can however not be granted for financing that is used to manufacture the devices in aforementioned projects. For these purposes Finnvera can offer other financing products.

The guarantee can also be used for projects intended to improve energy efficiency and for the modifications, repairs or improvements required by the above-mentioned projects.

The guarantee may also be granted for an investment that is carried out abroad but involves substantial improvements to the state of the Finnish environment.

Agency Responsible for Support

Finnvera <https://www.finnvera.fi>

Maximum and minimum funding available

Finnvera's guarantee can cover at most 80 per cent of the credit sum.

Is this Specific to Renewable Energy businesses?

Yes, but targeted mainly for large companies

Is this a local, regional or national support?

National

Other useful/relevant information

Taxation or welfare supports or concessions for businesses

Finland has tax concessions for industry and professional horticulture, as well as tax refund for energy intensive industry. However, these are not directly related to RE or SMEs.

In taxation, excise duties are much based on the carbon content of fuels. However, those are not specific supports for SMEs.

Soft supports e.g. mentoring, training, specialist advice, networks

Enterprise Finland

Link to support information on website

<https://www.yrityssuomi.fi/en/>

Type of Support

Information and service portal

Description of the support

Free of charge portal that includes information, tools and services for start-ups and existing companies for starting, growing and developing a company and advice and guidance on internationalisation.

Portal description: <https://www.yrityssuomi.fi/en/tietoa-palvelusta>

Agency Responsible for Support

Ministry of Employment and the Economy

Is this Specific to Renewable Energy businesses?

No, it is available for all sectors

Is this a local, regional or national support?

National, includes also regional information

Local offices provide a portfolio of services (establishing an enterprise, business planning and development).

The services are available locally via North Karelia Enterprise Agency (<http://pohjois->

karjala.uusyrittyskeskus.fi/english) and North Karelia Chamber of Commerce (<http://www.nk.chamber.fi/en/frontpage/>)

Business Mentors

Link to support information on website

<http://www.yrityskummit.fi/>

Type of Support

Mentoring

Description of the support

The activities of business mentors are based on voluntary work to improve the activities of SMEs, bring tacit know-how and offer support in order to relieve the lack of resources in SMEs. Business Mentors offer their support and experience free of charge to SMEs. Target group: SMEs in different phases of business development and internationalisation e.g. planning import/export, penetrating new markets, creating cooperation networks and finding customers.

Company selection: All SMEs in need of different kind of assistance in home market and international business.

Business mentors work with local companies in order to support internationalisation. Mentors offer companies tacit know-how, practical advice and new networks and contacts.

Agency Responsible for Support

www.Yrityskummit.fi

Regional contact via Josek Ltd.; Karelia UAS has some earlier cooperation with the network.

Is this Specific to Renewable Energy businesses?

No, mentors have a range of expertise

Is this a local, regional or national support?

National network, with regional mentors/networks

Other useful/relevant information

Potential synergies with GREBE Entrepreneurship Enabler Scheme in Finland.

Product Track

Link to support information on website

<http://tuotevayla.fi/en>

Type of Support

Expert service / grant funding for micro-enterprises

Description of the support

Tuoteväylä - Product Track service provides advice, know-how and financing to promising inventions and innovative business ideas

Agency Responsible for Support

Centre for Economic Development, Transport and the Environment.

<https://www.ely-keskus.fi/en/web/ely-en/>

Maximum and minimum funding available

The maximum aid amount paid to companies for invention development projects accounts for 50% of approved costs..

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National, available via regional Centres for Economic Development, Transport and the Environment.

Other useful/relevant information

Centres for Economic Development, Transport and the Environment advise companies also on other issues, such as licencing (manufacturing products of other companies).

The service was developed by the Finnish Inventions Association (Keksintösäätiö) that continues the advisory/information activities.

Yrityspörssi (portal to sell/buy business enterprises)

Link to support information on website

<http://www.yritysporssi.fi/en>

Type of Support

Portal, information service

Description of the support

Portal includes enterprises for sale, wanted and service offers.

Agency Responsible for Support

The Federation of Finnish Enterprises

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Other useful/relevant information

The Federation of Finnish Enterprises provides information/advisory for its members.

Business Transfer Support

Link to support information on website

<http://www.omistajanvaihdosseura.fi/>

Type of Support

Association that provides Information and advisory service assisting companies in Business Transfers.

Description of the support

As above.

Agency Responsible for Support

Finnish Business Transfer Society

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Franchising support**Link to support information on website**

<http://www.franchising.fi/etusivu>

Type of Support

Finnish Franchising Association provides Information, advisory and training services assisting entrepreneurs interested in Franchising businesses.

Description of the support

As above.

Agency Responsible for Support

Finnish Franchising Association

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Training for entrepreneurs**Link to support information on website**

http://www.te-services.fi/te/en/employers/for_entrepreneurs/services_new_entrepreneurs/training_entrepreneurs/index.html

Type of Support

Public training service

Description of the support

Career coaching:

Includes:

- General idea of enterprising
- Practical aspects of setting up a business and working as an entrepreneur
- Surveys and assesses the participants' skills and capacities for enterprising

Entrepreneur training:

Provides basic information about:

- entrepreneurship
- setting up a business
- various aspects of enterprising, including funding, marketing, communications, taxation and financial administration.
- Development of business ideas and business plans

For example, the training provides more in-depth knowledge about funding, accounting and taxation, marketing, the risks of enterprising, and acting as an employer. The aim may be to develop areas that the entrepreneur finds problematic and to promote cooperation between enterprises. The training may aim for completing a further vocational qualification for entrepreneurs or one of its modules.

Agency Responsible for Support

TE-Services (public employment and business services)

<http://www.te-services.fi/te/en/index.html>

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National, delivered through regional and local offices

Qualification for an Entrepreneur

Link to support information on website

<http://www.pkky.fi/hakijalle/koulutustarjonta/yhteiskuntatieteiden-liiketalouden-ja-hallinnon-ala/liiketalous-ja-kauppa/Sivut/yritystajan-ammattitutkinto.aspx>

(only in Finnish)

Type of Support

Training

Description of the support

Training for reaching a vocational degree of and entrepreneur.

Agency Responsible for Support

North Karelia Municipal Education and Training Consortium

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

Regional / national

Business advisory and development services

Link to support information on website

http://www.pikes.fi/en_GB/web/pikes-en

<http://www.josek.fi/eng/>

<http://www.keti.fi/en/web/ketieng/>

Type of Support

Expert services

Description of the support

Business development and advisory for the companies in the region.

Agency Responsible for Support

- PIKES Ltd,
- Josek Ltd.
- Keti Ltd.

Is this Specific to Renewable Energy businesses?

No, but there is RE expertise in each development company/centre

Is this a local, regional or national support?

Local/regional

RE and Business Training and Expert Services**Link to support information on website**

<http://www.karelia.fi/en/services/karelia-global-education/our-solutions/bioeconomy-expertise>

<http://www.karelia.fi/en/services/local-expert-services/energy-and-environment>

Type of Support

Training

Description of the support

Training courses/expert services in RE, such as procurement of RE solutions/ decentralised energy solutions, business development.

Course assignments, trainees and thesis works both in business and renewable energy.

Agency Responsible for Support

Karelia UAS

Is this Specific to Renewable Energy businesses?

Yes

Is this a local, regional or national support?

Local/regional

Entrepreneurship and Innovation Services of University of Eastern Finland

Link to support information on website

<http://www.uef.fi/en/web/kehittamispalvelut/entrepreneurship-and-innovation-services>

Type of Support

Information / research transfer into business (in connection to the UEF R&D activities)

Description of the support

Entrepreneurship and Innovation Services is an organisation of experts supporting and promoting the commercialisation of research findings and expertise emerging from the University of Eastern Finland. We work in cooperation with the university's research groups and business and industry in evaluating the commercial potential of research, and we facilitate knowledge transfer to support the birth of new business activities and entrepreneurship.

Our services range from the promotion of innovation skills to invention disclosure activities, from the planning of commercially-oriented research projects to their implementation, from utilisation assessments of innovation ideas to the protection of immaterial property rights and technology transfer for commercial use. We also serve as a link connecting our researchers and aspiring entrepreneurs with business and industry, regional and national development and mediator organisations, and funders of start-up companies

Agency Responsible for Support

University of Eastern Finland (www.uef.fi)

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

Regional/National

Business Incubator

Link to support information on website

http://www.tiedepuisto.fi/business_development/business_incubator

Type of R&D Support

Business incubator, expert services

Description of the support

The business incubator helps in implementing the business idea and guides companies through the challenging early years into a growth path. Pre-incubator assists in developing the competence, finding the required expertise, customer contacts, partners, financing opportunities, as well as compiling a functional business model. Basing on the business model, incubator services cooperate with entrepreneur in establishing a comprehensive business plan. The pre-incubator is followed by the establishment of the company and actual incubator phase, where comprehensive support and supporting environment is provided for starting up the business.

The business incubator cooperates closely with the University of eastern Finland and Karelia UAS to provide support in each specific area, such as making international contacts.

Agency Responsible for Support

Joensuu Science Park

<http://www.tiedepuisto.fi/frontpage>

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

Regional

Joensuu Science Park Business Development Services**Link to support information on website**

http://www.tiedepuisto.fi/business_development

Type of Support

Experts / business support

Description of the support

Joensuu Science Park provides a portfolio of expert services in business development, including:

- Situational analyses
- Business strategy services
- Product development and innovation services
- Services for developing marketing, sales and communications
- Services for improving processes, productivity and management
- Road to internationalisation

Services descriptions available at: http://www.tiedepuisto.fi/business_development

Agency Responsible for Support

Joensuu Science Park

<http://www.tiedepuisto.fi/frontpage>

Is this Specific to Renewable Energy businesses?

No, available for all sectors

Is this a local, regional or national support?

Regional/local

Research and Development Supports**Workplace Innovations****Link to support information on website**

<http://www.tekes.fi/en/funding/companies/organisation-development/>

Type of Support

Grant funding

Description of the support

Funding for companies to improve productivity and quality of the working-life.

In order to be funded, projects are required to

- Significantly improve productivity and the quality of working life
- Create new, innovative ways to operate
- Support know-how and innovation
- Be implemented in cooperation by the management and staff.
- A project must have wider novelty value so that its results can be utilised also in other organisations.

Agency Responsible for Support

TEKES <http://www.tekes.fi/>

Maximum and minimum funding available

The funding can be a maximum of 50% of the costs approved for the project – not more than €100,000.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Development and Piloting

Link to support information on website

<http://www.tekes.fi/en/funding/companies/piloting/>

Type of Support

Low interest loan without collaterals

Description of the support

Funding for companies renewing their existing products or services, production methods and business models, or develop new ones. TEKES provides funding for companies' development projects in the form of a loan.

The loan is intended for projects, where the commercialisation of the product is near, or where existing know-how is being applied for generating new business activity. TEKES shares the risks if the project fails or its results are unusable for business operations as intended. (In such a case, a proportion of the loan may be retroactively converted into a grant).

Piloting can involve

- Testing of a new innovative product, production method, process, or technology in, for example, a production facility.
- Development and testing of a new innovative operating model or system in real operating environment, for example, in a city district, traffic, or as part of customer companies' operations.
- Development of a new innovative service and ensuring its functionality in the customer's operating environment and processes.

Involving clients in the development work and piloting is beneficial in all business sectors. Piloting can be quick, as is often the case in the software development sector, or it can involve long development processes, such as those in the energy or processing industries.

Piloting can be part of the R&D project or a separate project, for example, before the commercialisation phase of a solution.

In Tekes funding, it is important that the piloting is related to demonstrating the functionality of a new innovative solution. The project's novelty value is estimated by comparing the results to products and services already on the market, or applications and solutions in use.

Agency Responsible for Support

TEKES <http://www.tekes.fi/>

Maximum and minimum funding available

Funding rates differ depending on the company size. For SMEs' development and piloting projects, Tekes loan is 50 / 70 per cent of the project's eligible total costs. The loan is intended for development projects, where Tekes's share of funding is at least EUR 100,000.

If the project is small and Tekes's share of funding is no more than EUR 100,000, Tekes may provide de minimis aid for the project, covering up to 50 per cent of the project's overall costs.

(SME's are small and medium-sized companies, whose staff headcount is less than 250, turnover max €50 million or the balance sheet total is max €43 million.)

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Companies' Research Projects

Link to support information on website

<http://www.tekes.fi/en/funding/companies/research-and-development/>

Type of Support

Grant funding

Description of the support

Tekes offers grants to companies' research projects, where the main emphasis is on creating new competence and knowledge. After the company research project additional development is needed to bring an innovation into the market. Companies are encouraged to execute the research project in collaboration with another company or research group. When the partner is a university or a research institute, Tekes requires that companies' needs serve as a starting point for the project plan.

Agency Responsible for Support

TEKES <http://www.tekes.fi/>

Maximum and minimum funding available

SMEs can receive a grant of up to 50 per cent of the research project's eligible total costs.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Planning for Global Growth

Link to support information on website

<http://www.tekes.fi/en/funding/companies/planning-for-global-growth/>

Type of Support

Grant for young/growth companies

Description of the support

Funding for SME's:

Companies less than 5 years old: young SMEs capable of rapid international growth are eligible for a grant worth up to 75% of the project's total costs if the company:

- is less than 5 years old
- is small in size
- has a new business idea with genuine international market potential

Tekes pays 60 per cent of the grant after the funding decision and the rest once the project report is approved at the end of the project. The company must be able to fund at least 50 % of the project costs from its own funding sources. The maximum Tekes funding for a projects is € 50 000. The Planning for global growth funding must comply with de minimis terms and conditions.

Other growth companies: Small and medium-sized companies that aim at international growth and have a credible business idea are eligible to receive a planning for global growth grant worth up to 50 per cent the project's total costs. The maximum amount of funding under the de minimis conditions is €100 000. In some cases, Tekes may pay a maximum of 60 per cent of the de minimis grant in advance, after the funding decision is made in Tekes.

Requirements:

- In order for a company to be eligible for funding it must have a committed desire for growth and internationalisation
- A credible business idea that has genuine potential for international business success.
- The funding is intended to support the development of an area of business operations, a business idea, product or service that is new to a specific market and is based on a high standard of expertise and/or advanced technology.
- The company must have sufficient resources, a strong, qualified team, and an understanding of the target market.
- Key personnel within the company must be fully committed to the company and its development. The main project team must work within the company in question.
- The company must have sufficient financial resources and be capable of covering its own contribution towards the expenses associated with the project. Moreover, the company must take into account that Tekes grants are always paid in arrears, against actual costs incurred by the project.

Agency Responsible for Support

TEKES <http://www.tekes.fi/>

Maximum and minimum funding available

Funding rates presented above.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

National

Other useful/relevant information

For specific cooperation with Russia, Finnish-Russian Chamber of Commerce (<http://www.svkk.fi/>) provides supporting advisory and marketing services; and cooperation with Sweden is supported by the Finnish-Swedish Chamber of Commerce, FINSVE <http://finsve.com/>.

VTT services

Link to support information on website

<http://www.vttresearch.com/services>

Type of Support

Research and Development Support /Cooperation

Description of the support

VTT's services increase the competitiveness of our customers' businesses, promote the creation of new business, and improve and speed up R&D.

We offer our customers access to our cross-disciplinary technological and business expertise, unique research infrastructure, and comprehensive partnership networks. We create customized solutions in close co-operation with our customers.

Agency Responsible for Support

VTT (VTT Technical Research Centre of Finland Ltd.)

www.vtt.fi

Is this Specific to Renewable Energy businesses?

Not only, but very relevant

Is this a local, regional or national support?

National, but available also for enterprises located in Eastern Finland

LUKE services

Link to support information on website

<http://www.luke.fi/en/services/>

Type of Support

Research and Development Support /Cooperation

Description of the support

LUKE provides research & expert services, testing and production services, as well as IPR and commercialisation services.

Agency Responsible for Support

Natural Resources Institute Finland www.luke.fi

www.luke.fi

Is this Specific to Renewable Energy businesses?

Not only, but very relevant.

Is this a local, regional or national support?

National, office also in Joensuu & North Karelia.

Social and Community supports (focused on not for profit)**Support for recruitment/Pay subsidy****Link to support information on website**

http://www.te-services.fi/te/en/employers/find_an_employee/support_recruitment/index.html

Type of Social Enterprise/Community Enterprise Support (be specific) Social enterprises have the same support measures as private enterprises. There are some differences in getting the support for recruitment and pay subsidies. These are related to illness, disability and long-term unemployment of the person recruited. Otherwise, there are no support measures in this category.

Other- e.g. Incubation space or office space and anything that doesn't fit in with the other categories-

Start Me Up – Business Idea Competition**Link to support information on website**

http://www.tiedepuisto.fi/startmeup_english

Type of Support

Business idea competition with following supporting measures

Description of the support

Business idea competition followed by a supporting service with business development expert services.

Agency Responsible for Support

Joensuu Science Park, number of supporting partners

Maximum and minimum funding available or maximum value of funding if in kind (or alternative measure)

1st prize 15 000 €.

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

Local/regional

Draft Programme**Link to support information on website**

<http://draft.karelia.fi/en/>

Type of Support

Grant with conditions (managed by Karelia UAS)

Description of the support

A support programme for students/staff of Karelia UAS and UEF (University of Eastern Finland) to develop new business ideas.

Agency Responsible for Support

Karelia UAS / University of Eastern Finland

Maximum and minimum funding available or maximum value of funding if in kind (or alternative measure)

€4000

Is this Specific to Renewable Energy businesses?

No

Is this a local, regional or national support?

Local/Regional

